

# VIRGINIA REAL ESTATE BOARD

## EDUCATION COMMITTEE AGENDA

November 5, 2008 Meeting

I. Call to Order

II. Approval of Agenda

III. Proprietary School Applications

1. Data Connection, LLC, dba RealEstateCE.com.  
Russellville, TN  
Contact: Jeff Zanzinger

IV. Review of Continuing Education Courses

A. Previously approved continuing education courses, approved school:

1. 58872 VA Broker Management & Agent Supervision (On-line), 8 hours Broker Management, RAR
2. 58873 8 hour Mandatory CE Renewal Package (On-line), 2 hours Fair Housing, 3 hours Ethics & Standards of Conduct, 1 hour Legal Updates, 1 hour Real Estate Agency, 1 hour Real Estate Contracts, The Frederick Academy of Real Estate
3. 58876 VA Broker Management and Agent Supervision (On-line), 8 hours Broker Management, Moseley-Dickinson School of Real Estate
4. 58928 VA Broker Management and Agent Supervision (On-line), 8 hours Broker Management, Cooke Real Estate School
5. 58950 Buyer Representation in Real Estate (On-line), 4 hours Real Estate Related, Cooke Real Estate School
6. 58951 Real Estate & Taxes! What Every Agent Should Know (On-line), 4 hours Real Estate Related, Cooke Real Estate School
7. 58952 VA 8-hour Mandatory Continuing Education (On-line), 2 hours Fair Housing, 3 hours Ethics and Standards of Conduct, 1 hour Legal Updates, 1 hour Real Estate Agency, 1 hour Real Estate Contracts, Cooke Real Estate School

8. 58958 VA Broker Management and Agent Supervision (On-line), 8 hours Broker Management, ACT WEB Services
9. 58972 Introduction to Commercial Real Estate Sales (On-line), 4 hours Real Estate Related, Alpha College of Real Estate
10. 58973 Commercial Real Estate: Understanding Investments (On-line), 4 hours Real Estate Related, Alpha College of Real Estate
11. 58974 Property Management & Managing Risk (On-line), 4 hours Real Estate Related, Alpha College of Real Estate
12. 58975 Commercial Real Estate: Listing Properties (On-line), 4 hours Real Estate Related, Alpha College of Real Estate
13. 58976 Understanding 1031 Tax-Free Exchanges (On-line), 4 hours Real Estate Related, Alpha College of Real Estate
14. 58977 Sustainable Housing and Building Green (On-line), 8 hours Real Estate Related, ACT WEB Services
15. \*58978 2008 Ethics Seminar, 3 hours of Ethics and Standards of Conduct, Prince William Association of Realtors
16. 58986 VA Broker Management and Agent Supervision (On-line), 8 hours Broker Management, The Real Estate Academy, Inc.
17. \*59000 Social Media Risk Management, 2 hours Real Estate Related, VAR
18. 59069 VA Broker Management and Agent Supervision (On-line), 8 hours Broker Management, Coldwell Banker Residential Brokerage School of Real Estate

B. Original application for continuing education course, approved school:

1. \*58870 Avoiding Financing Deal Killers in Today's Lending Environment, 1 hour Real Estate Related, Central Virginia School of Real Estate
2. 58888 Working with Rentals, 2 hours Real Estate Related, Carruthers Academy of Real Estate
3. \*58889 Escrows, 2 hours Legal Updates, Provident School of Real Estate
4. 58891 1031 Exchanges for Real Estate Professionals, 3 hours Legal Updates, Wilhelm & Associates, Ltd.

5. \*58892 4 Hour Ethics - Acting with Integrity (On-line), 4 hours Ethics and Standards of Conduct, Alpha College of Real Estate
6. \*58896 Vacant Land: Acquisition, Land Use/Development and Taxation, 1 hour Real Estate Contracts, 2 hours Real Estate Related, Univ. of Virginia School of Continuing & Professional Studies
7. \*58898 4 Hour Ethics in Today's Real Estate World, 4 hours Ethics and Standards of Conduct, Alpha College of Real Estate
8. \*58900 Short Sale Solutions, 3 hours Real Estate Related, Carruthers Academy of Real Estate
9. \*58906 Retail Market: Site Selection, Development, Title Insurance, 3 hours Real Estate Related, Univ. of Virginia School of Continuing & Professional Studies
10. \*58908 Investment Market: Acquisition, Sales and Exchanges, 3 hours Real Estate Related, Univ. of Virginia School of Continuing & Professional Studies
11. \*58910 18<sup>th</sup> Annual Real Estate Trends Conference, 4 hours Real Estate Related, VCU School of Business - Real Estate Program
12. \*58913 4 Hour Environmental Issues in your Real Estate Practice (On-line), 4 hours Real Estate Related, Alpha College of Real Estate
13. \*58915 4 Hour The Truth About Mold (On-line), 4 hours Real Estate Related, Alpha College of Real Estate
14. \*58917 6 Hour Ethics in Today's Real Estate World (On-line), 6 hours Ethics and Standards of Conduct, Alpha College of Real Estate
15. \*58919 4 Hour Risk Management (On-line), 4 hours Real Estate Related, Alpha College of Real Estate
16. \*58921 1 Hour Termite & Moisture Inspection, 1 hour Real Estate Related, Alpha College of Real Estate
17. 58924 Processing and Closing Real Estate Loans (On-line), 4 hours Real Estate Related, Dearborn Financial Publishing, Inc.
18. \*58925 The Landlord/Agent Relationship, 2 hours Real Estate Related, VAR
19. 58927 Feng Shui for Realtors, 6 hours Real Estate Related, Feng Shui Technology

20. \*58929 Game Plan - Your Step by Step Guide to Using Today's Technology in Real Estate, 2 hours Real Estate Related, Dulles Area Association of Realtors
21. \*58959 Short Sales, 1 hour Real Estate Related, RAR
22. \*58961 Ethics, 3 hours Ethics & Standards of Conduct, Old Dominion Real Estate Institute
23. 58963 Cracking the Code of Ethics (On-line), 4 hours Real Estate Related, The CE Shop
24. \*58964 CVRMLS Rules & Regulations, 2 hours Real Estate Related, RAR
25. \*58966 Financing 100, 2 hours Real Estate Related, Piedmont School of Real Estate
26. \*58968 Writing Effective Contracts (On-line-Video), 2 hours Real Estate Contracts, Alpha College of Real Estate
27. \*58970 Legal Updates (On-line-Video), 2 hours Legal Updates, Alpha College of Real Estate
28. \*58980 FHA Door That Is Still Open to Homeowners, 3 hours Real Estate Related, Prince William Association of Realtors
29. \*58982 Legal Updates & Emerging Trends, 3 hours Legal Updates, PWAR
30. 58984 Real Estate Joint Ventures, 4 hours Legal Updates, 8 hours Real Estate Related, Law Seminars International
31. 58985 Commercial Real Estate Leases, 4 hours Legal Updates, 8 hours Real Estate Related, Law Seminars International
32. \*58987 Industrial Sites: Acquisition, Development and Environmental Due Diligence, 3 hours Real Estate Related, Univ. of VA School of Continuing & Professional Studies
33. 58990 Principles of Commercial Mortgage Servicing, 8 hours Real Estate Related, NVAR
34. \*58991 Current Issues & The Hampton Roads Fair Housing Audit, 3 hours Fair Housing, Housing Opportunities Made Equal of VA, Inc.
35. \*58993 RI 410: The Code of Ethics is Good Business, 3 hours Ethics & Standards of Conduct, 4 hours Real Estate Related, VAR

- 36. \*58998 RI 408: Tax & Investment Strategies for Real Estate, 7 hours Real Estate Related, VAR
- 37. \*59002 Short Sales Seminar, 1 hour Real Estate Related, VAR
- 38. \*59014 Advanced Buyer Agency, 3 hours Real Estate Agency, Williamsburg Real Estate School
- 39. \*59016 Systems for Superior Service, 3 hours Real Estate Related, Williamsburg Real Estate School
- 40. \*59018 Post Listing Evaluation in a Down Market, 2 hours Real Estate Related, Williamsburg Real Estate School
- 41. 59021 Best Practices in Commercial Office Leasing: The Project Manager's Perspective, 1 hour Real Estate Related, GCAAR
- 42. 59022 Mediation and Conflict Resolution for the Broker Manager, 2 hours Broker Management, Peninsula Real Estate School
- 43. \*59023 Night Court: Realtor Feud (Agency/Fair Housing/Contracts/Law Changes), 2 hours Real Estate Related, Peninsula Real Estate School
- 44. \*59030 Understanding 1031 Tax Free Exchanges **(CRP)**, 4 hours Real Estate Related, Alpha College of Real Estate
- 45. \*59034 Commercial Real Estate - Understanding Investment **(CRP)**, 8 hours Real Estate Related, Alpha College of Real Estate
- 46. \*59036 Introduction to Commercial Real Estate **(CRP)**, 6 hours Real Estate Related, Alpha College of Real Estate
- 47. \*59038 Commercial Real Estate: Listing Properties **(CRP)**, 8 hours Real Estate Related, Alpha College of Real Estate
- 48. \*59040 Property Management & Managing Risk **(CRP)**, 4 hours Real Estate Related, Alpha College of Real Estate
- 49. 59042 Managing Technology for your Office - Part 1, 2 hours Broker Management, Peninsula Real Estate School
- 50. 59043 Best Practices in Commercial Office Leasing: The Attorney's Perspective, 1 hour Real Estate Related, GCAAR
- 51. \*59044 Business Planning #1 - The Elements of Business Planning & Economic Model, 4 hours Real Estate Related, Top Producer Academy of Real Estate

- 52. \*59046 Business Planning #2 - Prospecting & The Lead Generation Business Model, 4 hours Real Estate Related, Top Producer Academy of Real Estate
- 53. \*59048 Business Planning #3 - The Budget Planning Model & The Organizational Model, 4 hours Real Estate Related, Top Producer Academy of Real Estate
- 54. \*59050 Business Planning #4 - Goal Setting & Writing the Plan, 4 hours Real Estate Related, Top Producer Academy of Real Estate
- 55. \*59052 The Government Response to the 2008 Real Estate Crisis/VHDA, 3 hours Real Estate Related, Central Virginia School of Real Estate
- 56. \*59054 FHA Basics for Real Estate Professionals (On-line), 3 hours Real Estate Related, U.S. Dept. of Housing & Urban Development/FHA
- 57. \*59056 Short Sales, Disclosure, Agency, REIN & WAAR, Taxes, 2 hours Legal Updates, Liz Moore University, LLC
- 58. \*59058 Real Estate Contracts, 4 hours Real Estate Contracts, Alpha College of Real Estate
- 59. 59067 Introduction to the Real Estate Profession - Part 2, 3 hours Real Estate Related, NRVAR
- 60. 59068 Introduction to the Real Estate Profession - Part 1, 3 hours Real Estate Related, NRVAR

C. Original application for continuing education course, school application pending:

- 1. 58875 8 hours Broker and Salesperson Mandatory Topics (On-line), 2 hours Fair Housing, 3 hours Ethics & Standards of Conduct, 1 hour Legal Updates, 1 hour Real Estate Agency, 1 hour Real Estate Contracts, Data Connection, LLC
- 2. 58877 3 hours Environmental Review (On-line), 3 hours Real Estate Related, Data Connection, LLC
- 3. 58878 5 hours Investment Real Estate (On-line), 5 hours Real Estate Related, Data Connection, LLC

4. 58879 5 hours How to Keep You and Your Broker Out of Court (On-line), 5 hours Real Estate Related, Data Connection, LLC
5. 58880 8 hours Commercial Group Investing & Disposition (On-line), 8 hours Real Estate Related, Data Connection, LLC
6. 58881 8 hours Fundamentals of Commercial Real Estate (On-line), 8 hours Real Estate Related, Data Connection, LLC
7. 58882 8 hours Understanding Cities & the Demand for Real Estate (On-line), 8 hours Real Estate Related, Data Connection, LLC
8. 59020 8 hours Broker Mandatory Topics (On-line), 8 hours Broker Management, Data Connection, LLC

V. Review of Post License Education Courses

A. Previously approved post license education courses, approved school:

1. \*58979 2008 Ethics Seminar (Ethics and Standards of Conduct/Current Industry Issues and Trends), 3 hours Residential Real Estate Mandatory Topics, PWAR
2. \*59901 Social Media Risk Management (Technology), 2 hours Residential Real Estate Elective Topics, VAR

B. Original application for post license education courses, approved school:

1. 58867 Selling Process (On-line), 3 hours Residential Real Estate Elective Topics, Dearborn Financial Publishing, Inc.
2. 58868 Financing Properties (Finance (On-line), 3 hours Residential Real Estate Elective Topics, Dearborn Financial Publishing, Inc.
3. \*58871 Avoiding Financing Deal Killers in Today's Lending Environment (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Central Virginia School of Real Estate
4. \*58890 Escrows (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Provident School of Real Estate

5. \*58893 3 Hour Ethics - Acting with Integrity (Ethics and Standards of Conduct/Current Industry Issues and Trends (On-line), 3 hours Residential Real Estate Mandatory Topics, Alpha College of Real Estate
6. \*58897 Vacant Land: Acquisition, Land Use/Development, and Taxation (Other Real Estate Related), 3 hours Commercial Real Estate Elective Topics, Univ. of Virginia School of Continuing & Professional Studies
7. \*58899 3 Hour Ethics in Today's Real Estate World (Ethics and Standards of Conduct/Current Industry Issues & Trends), 3 hours Residential Real Estate Mandatory Topics, Alpha College of Real Estate
8. \*58901 Short Sale Solutions (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, Carruthers Academy of Real Estate
9. \*58907 Retail Market: Site Selection, Development, Title Insurance (Other Real Estate Related), 3 hours Commercial Real Estate Elective Topics, Univ. of Virginia School of Continuing & Professional Studies
10. \*58909 Investment Market: Acquisition, Sales and Exchanges (Other Real Estate Related), 3 hours Commercial Real Estate Elective Topics, Univ. of Virginia School of Continuing & Professional Studies
11. \*58911 18<sup>th</sup> Annual Real Estate Trends Conference (Other Real Estate Related), 4 hours Commercial Real Estate Elective Topics, VCU School of Business - Real Estate Program
12. \*58914 4 Hour Environmental Issues in your Real Estate Practice (Other Real Estate Related (On-line), 4 hours Residential Real Estate Elective Topics, Alpha College of Real Estate
13. \*58916 4 Hour The Truth About Mold (Other Real Estate Related (On-line), 4 hours Residential Real Estate Elective Topics, Alpha College of Real Estate
14. \*58918 3 Hour Ethics in Today's Real Estate World (Ethics & Standards of Conduct/Current Industry Issues & Trends (On-line), 3

- hours Residential Real Estate Mandatory Topics, Alpha College of Real Estate
15. \*58920 4 Hour Risk Management (Other Real Estate Related (On-line), 4 hours Residential Real Estate Elective Topics, Alpha College of Real Estate
  16. \*58922 1 Hour Termite & Moisture Inspection (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Alpha College of Real Estate
  17. 58923 Working with Rentals (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Carruthers Academy of Real Estate
  18. \*58926 The Landlord/Agent Relationship (Tenant/Landlord Relationship), 2 hours Property Management Elective Topics, VAR
  19. \*58930 Game Plan - Your Step by Step Guide to Using Today's Technology in Real Estate (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Dulles Area Association of Realtors
  20. 58953 Land Use (Land Use Issues (On-line), 1 hour Residential Real Estate Elective Topics, Dearborn Financial Publishing
  21. 58954 Ethics & Standards of Conduct/Current Industry Issues & Trends (On-line), 3 hours Residential Real Estate Mandatory Topics, Dearborn Financial Publishing
  22. 58955 Agency Law (On-line), 3 hours Residential Real Estate Mandatory Topics, Dearborn Financial Publishing
  23. 58956 Offer to Purchase (On-line), 3 hours Residential Real Estate Mandatory Topics, Dearborn Financial Publishing
  24. 58957 Real Estate Law (On-line), 3 hours Residential Real Estate Mandatory Topics, Dearborn Financial Publishing
  25. \*58960 Short Sales (Finance), 1 hour Residential Real Estate Elective Topics, RAR
  26. \*58962 Ethics (Ethics & Standards of Conduct/Current Industry Issues and Trends), 3 hours Residential Real Estate Mandatory Topics, Old Dominion Real Estate Institute
  27. \*58965 CVRMLS Rules & Regulations (Technology), 2 hours Residential Real Estate Elective Topics, RAR

- 28. \*58967 Financing 100 (Finance), 2 hours  
Residential Real Estate Elective Topics,  
Piedmont School of Real Estate
- 29. \*58969 Writing Effective Contracts (Other Real  
Estate Related (On-line-Video), 2 hours  
Residential Real Estate Elective Topics,  
Alpha College of Real Estate
- 30. \*58971 Legal Updates (Other Real Estate Related  
(On-line-Video), 2 hours Residential Real  
Estate Elective Topics, Alpha College of  
Real Estate
- 31. \*58981 FHA Door That Is Still Open to Homeowners  
(Finance), 3 hours Residential Real Estate  
Elective Topics, PWAR
- 32. \*58983 Legal Updates & Emerging Trends (Real  
Estate Law), 3 hours Residential Real  
Estate Mandatory Topics, PWAR
- 33. \*58988 Industrial Sites: Acquisition, Development  
and Environmental Due Diligence (Other  
Real Estate Related), 3 hours Commercial  
Real Estate Elective Topics, Univ. of VA  
School of Continuing & Professional  
Studies
- 34. \*58992 Current Issues & The Hampton Roads Fair  
Housing Audit (Fair Housing), 3 hours  
Residential Real Estate Mandatory Topics,  
Housing Opportunities Made Equal of VA,  
Inc.
- 35. \*58994 RI 410: The Code of Ethics is Good  
Business (Ethics & Standards of  
Conduct/Current Industry Issues and  
Trends), 3 hours Residential Real Estate  
Mandatory Topics, VAR
- 36. 58997 RI 410: The Code of Ethics is Good  
Business (Other Real Estate Related), 3  
hours Residential Real Estate Elective  
Topics, VAR
- 37. \*58999 RI 408: Tax & Investment Strategies for  
Real Estate (Finance), 4 hours Residential  
Real Estate Elective Topics, VAR
- 38. \*59003 Short Sales Seminar (Other Real Estate  
Related), 1 hour Residential Real Estate  
Elective Topics, VAR
- 39. \*59015 Advanced Buyer Agency (Agency Law), 3  
hours Residential Real Estate Mandatory  
Topics, Williamsburg Real Estate School
- 40. \*59017 Systems for Superior Service (Selling  
Process), 3 hours Residential Real Estate

- Elective Topics, Williamsburg Real Estate School
41. \*59019 Post Listing Evaluation in a Down Market (Selling Process), 2 hours Residential Real Estate Elective Topics, Williamsburg Real Estate School
  42. \*59024 Night Court: Realtor Feud (Agency/Fair Housing/Contracts/Law Changes)(Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Peninsula Real Estate School
  43. 59025 Ethics & Standards of Conduct, 3 hours Residential Real Estate Mandatory Topics, Moseley Real Estate School
  44. 59026 Ethics & Standards of Conduct (**CRP**), 3 hours Residential Real Estate Mandatory Topics, Moseley Real Estate School
  45. 59027 Agency Law, 3 hours Residential Real Estate Mandatory Topics, Moseley Real Estate School
  46. 59028 Agency Law (**CRP**), 3 hours Residential Real Estate Mandatory Topics, Moseley Real Estate School
  47. 59029 Fair Housing (On-line), 3 hours Residential Real Estate Mandatory Topics, Dearborn Financial Publishing, Inc.
  48. \*59031 Understanding 1031 Tax Free Exchange (Other Real Estate Related (**CRP**), 4 hours Residential Real Estate Elective Topics, Alpha College of Real Estate
  49. \*59035 Commercial Real Estate - Understanding Investment (Other Real Estate Related (**CRP**), 4 hours Commercial Real Estate Elective Topics, Alpha College of Real Estate
  50. \*59037 Introduction to Commercial Estate (Other Real Estate Related (**CRP**), 4 hours Commercial Real Estate Elective Topics, Alpha College of Real Estate
  51. \*59039 Commercial Real Estate Listing Properties (Other Real Estate Related (**CRP**), 4 hours Commercial Real Estate Elective Topics, Alpha College of Real Estate
  52. \*59041 Property Management & Managing Risk (Risk Management (**CRP**), 4 hours Property Management Mandatory Topics, Alpha College of Real Estate

- 53. \*59045 Business Planning #1 - The Elements of Business Planning & Economic Model (Business Planning), 4 hours Residential Real Estate Elective Topics, Top Producer Academy of Real Estate
- 54. \*59047 Business Planning #2 - Prospecting & The Lead Generation Business Model (Business Planning), 4 hours Residential Real Estate Elective Topics, Top Producer Academy of Real Estate
- 55. \*59049 Business Planning #3 - The Budget Planning Model & The Organizational Model (Business Planning), 4 hours Residential Real Estate Elective Topics, Top Producer Academy of Real Estate
- 56. \*59051 Business Planning #4 - Goal Setting & Writing the Plan (Business Planning), 4 hours Residential Real Estate Elective Topics, Top Producer Academy of Real Estate
- 57. \*59053 The Government Response to the 2008 Real Estate Crisis/VHDA (Finance), 3 hours Residential Real Estate Elective Topics, Central Virginia School of Real Estate
- 58. \*59055 FHA Basics for Real Estate Professionals (Other Real Estate Related (On-line), 3 hours Residential Real Estate Elective Topics, U.S. Department of Housing & Urban Development/FHA
- 59. \*59057 Short Sales, Disclosure, Agency, REIN & WAAR, Taxes (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Liz Moore University, LLC
- 60. \*59059 Real Estate Contracts (Offer to Purchase), 3 hours Residential Real Estate Mandatory Topics, Alpha College of Real Estate
- 61. 59060 REIN'S Standard Purchase Agreement Review (Offer to Purchase), 3 hours Residential Real Estate Mandatory Topics, Alpha College of Real Estate

VI. Review of Limited Service Agency Courses

A. Original application for Limited Service Agency course, approved school:

- 1. 58989 Limited Service Agency (CRP), 2 hours Limited Service Agency, NVAR

B. Previously approved Limited Service Agency course, approved school:

1. 58874 Limited Service Agency, 2 hours Limited Service Agency, The Frederick Academy of Real Estate

C. Original application for Limited Service Agency, school application pending:

1. 58883 Limited Service Agency, 2 hours Limited Service Agency, Data Connection, LLC

#### VII. Review of Pre-Licensing Courses

A. Pre-licensing course, approved school:

1. 60-hour Salesperson Principles and Practices of Real Estate Classroom Course, Montague Miller Real Estate Academy (**Childress**)

#### VIII. Pre-Licensing Instructor Applications

1. Sara Beth Santa Ana
2. Harry Carl Gordon
3. Jeremy C. Johnson (Expert)
4. William Howard Byrd
5. Jeanette Arlene Baron-Snipes
6. James Patrick Wright
7. Joyce A. Larkin
8. Nancy Walker
9. Kevin Michael Maloney
10. Martha Cheyne-Ramirez
11. Karen A. Morgan

#### IX. Additional Continuing/Post License Education Instructors

1. **Judith Laxague, Eugene Mason, Bernice Brown, Jeremy Gaudreau, Scott McClain and Annette Rooney** - 58806 (Real Estate Contracts), 58840 (VA Legislative Updates), 58796 (Real Estate Agency), 58802 (Smart Growth in VA), 58804 (Internet's Effect on VA Real Estate Transactions), 58800 (Real Estate Fair Housing), 58842 (Legal Ethics & Professionalism in Real Estate Law), 58793 (Home Sales and the Economy), 58790 (Do Not Call Rules and Regulations), 58798 (Real Estate Ethics and Standards of Conduct), 53564 (VA Real Estate Trends and Legal Ethics), 58844 (VA Real Estate Law Update),

58846 (VA Salesperson CE: Mandatory & Elective Topics), 58848 (VA Broker CE: Mandatory & Elective Topics), 53780/53781 (Ethics and Standards of Conduct), 53748/53749 (Fair Housing), 53772/53773 (Finance), 53742/53743 (Property Law), 53750/53751 (Technology), 53755/53756 (Real Estate Law), 53758/53759 (Agency Law), 53762/53763 (Land Use Issues), 53764/53765 (Property Valuation and Listing Process), 53776/53777 (Offer to Purchase), 58699 (Limited Service Agency), 58587 (Cases in Improper Listing, Leasing and Commissions), 58585 (Cases in Personal Misconduct and Proper Supervision), 58545 (Cases in Advertising and Communication), 58547 (Cases in Agency Initiation, Supervision & Management), 58549 (Cases in Improper Disclosure & Disclosure Management), 58551 (Cases in Escrow Account Management), 58553 (Cases in Improper Dealing and Financial Management), 57941 (Cases in Agent Misconduct), 58794 (Agent Supervision and Management), **Moseley Real Estate Schools, Inc. (Gaeser)**

2. **Wassim M. Malkoun, Brian Haug, Brian Pawsat, Carol DiQuollo, Gene Allue, Harsh Patel, Kellian McIlwrath and Dave Jones** - 58704/58705 (Growing Your Business with FHA), **Long and Foster Institute of Real Estate (Gaeser)**

3. **Nell Lennon and Jill Malloy** - 54978 (Accredited Buyer's Representative), **Long and Foster Institute of Real Estate (Gaeser)**

4. **Roger Smith** - 57251 (Diversity and the Real Estate Professional), 57252/58263 (Selling to the Senior Market), 57253/58261 (Anti-trust and Lead Paint), 57242 (VA Real Estate Law), 57243 (VA Agency Law), 57244 (Residential Ethics, Issues and Trends), 57246 (VA Finance), 57249/58265 (VA Offer to Purchase), 57250/58264 (Residential Real Estate Technology), 57257 (Fair Housing - Law of the Land), 57256 (Residential Finance), 58257 (Property Management), 58258 (Environmental Issues), 58259 (Working with Diversity to Assist the Consumer), 58260 (VA Mandatory Core Course), 58262 (Risky Business - Risk Management Techniques), **American School of Real Estate Express (Taylor)**

5. **Pamela Clough, Philip Blake and A. Benjamin Horton** - 57266/57267 (Home Inspections), 56921/56922 (Fair Housing), 57585/57586 (Foreclosure, REOs and Short Sales - A Primer), 57497/57498 (New VA Residential Property Disclosure Statement), 56405 (2007 New Agency Law in VA), 57499/57500 (Newest Appraisal & Financing Contingencies), 56164/56165 (Fair Housing Act Seminar), 56403/56404 (Agency Law Demystified), 52543 (Congratulations You Got the Listing), 52283 (Contracts with Escalators), 55839/55840 (Earnest Money Deposits), 56402/56550 (Ethics for RE Agents - The Basics), 52542 (IRC 1031 Tax Deferred Exchanges), 55557/55558 (New Regional Sales Contract - Primer), 55555/55556 (New Regional Sales

Contract), 52544 (Unconventional Transactions - A Primer), 52282/53289 (Unconventional Transactions), 57201/57202 (What is Delivery?), 56585/56586 (Limited Service Agency), 57203/57204 (Bankruptcy and Foreclosure), 56551/56552 (Contract for Deed - An Overview), 56593/56594 (Title Insurance - What is It?), 56919/56920 (Ethics for RE Agents), 57587/57588 (Foreclosures, REOs, Short Sales), 57239/56819 (Foreign Sellers and Buyers), 57254/57255 (Navigating the VA Jurisdictional Addendum), 57256/57257 (Mold: A Growing Problem), 56166/56167 (Understanding Your upcoming VA Transaction), 57923/57924 (NVAR's 2008 Contingencies/Clauses Add. Sales Cont), 57919/57920 (NVAR's 2007 Listing Agreement), 57921/57922 (New Forms for 2008), 57578/57589 (New 2006 Regional Sales Contract), 58399/58400 (Legal Updates and Emerging Trends), 58406/58407 (Highlights of NVAR's 2006 Regional Sales Contract), **MBH Settlement Group, LC (Taylor)**

6. **Allen Hutcheson** - 55262/55263 (An Ounce of Prevention: Fair Housing Laws), **Williamsburg Area Association of Realtors (Taylor)**

X. Other Business

1. Classroom CE in Surrounding States

XI. Public Comment

XII. Adjourn

**\* Continuing Education and Post License Education Course Companion Applications**